



Mr. William Bickert Vice Commander NAVSUP Global Logistics Support



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Big Opportunities for Small Business

2011 Navy SB spend = \$12.5 Billion



\$12.5 Billion - Total

- \$1.7 Billion NAVAIR
- \$2.7 Billion NAVSEA
- \$1.5 Billion SPAWAR
- \$3.6 Billion NAVFAC
- \$534 Million ONR
- \$647 Million Military Sealift Command
- \$467 Million Naval Medical Logistics Command
- \$1.35 Billion NAVSUP

Small Business Partners Enable Navy Mission Success

Naval Air Systems Command (NAVAIR)

- Naval Aircraft and systems procurement and repair

\$1.7 B

Naval Sea Systems Command (NAVSEA)

- Ship/submarine procurement and repair

\$2.7 B

Space and Naval Warfare Systems Command (SPAWAR)

- C4ISR procurement and repair

\$1.5 B



Naval Facilities Engineering Command (NAVFAC)

- Building and maintaining infrastructure

\$3.6 B



Office of Naval Research (ONR)

- R & D: Science and Technology programs

\$534M



Military Sealift Command (MSC)

- Navy's Auxiliary Fleet

\$647 M

Naval Medical Logistics Command (NMLC)

A photograph of an operating room. Several medical professionals in blue scrubs and masks are performing surgery. In the foreground, there are metal trays filled with surgical instruments like scissors and forceps, resting on a blue draped table.

- Medical equipment, supplies and services

\$467 M

Naval Supply Systems Command (NAVSUP)

Global Logistics Support \$1 B

- Fleet and ashore material support and services
- Spending Navy customer \$

Weapon Systems Support \$350 M

- Repairable parts for ships and aircraft
- Spending NAVSUP \$

\$1.35 B

NAVSUP CONTRACTING



**RADM (Sel)
Jon Yuen
Commander**

**NAVSUP GLS
\$1 B**



**Mr. William Bickert
Vice Commander**

- Fleet and ashore material support and services
- Spending Navy customer \$



**Ms. Katherine
Rachubinski
Small Business
Representative**



**RDML John King
Commander**

**Weapon
Systems Support
\$350 M**



**Mr. Joseph
Kenney
Vice Commander**

- Repairable parts for ships and aircraft
- Spending NAVSUP \$

Fiscal Year 2011 Small Business Contracting Spend: \$350 M

Top Small Business Actions



Mechanicsburg

- Countermeasure dispenser power source - \$30 M
- Cable incasing tube - \$4 M



Philadelphia

- Catapult trough covers - \$6.7 M
- Aircraft tie-downs - \$4.3 M
- V22 Winch/hook assemblies - \$3.5 M

Fiscal Year 2011 Small Business Contracting Spend: 28,000 actions... \$1 B spend

FLC Puget Sound 7,994 / \$91 M

- Wastewater Treatment service \$13.4 M
- Port Ops Maintenance Support \$4.8 M
- Telecom Systems Maintenance \$4.6 M

FLC San Diego

3,632 / \$161 M

- IT Support for Training \$24.6 M
- Galley/Food Service Support \$17.5 M
- Metal for Aircraft Repair \$7.5 M



FLC Pearl Harbor 2,820 / \$124 M

- Range and Base Operating Support \$21.7 M
- Child Care & Youth Programs \$16.4 M
- Recreation Center Staffing \$12.7 M



FLC Norfolk 8,422 / \$468 M

- Computer Facilities Mgt \$48.4 M
- Medical Record Mgt \$44.9 M
- Legal Office Support Services \$44.5 M

FLC Jacksonville 4,552 / \$119 M

- Logistics Process and Distribution services \$4.5 M
- Admin Mgt and Consulting \$3.7 M
- Galley/Food Service Support \$3.5 M



SB Contracting Actions



SB Value

35% of total spend to Small Business!

SMALL BUSINESS SUCCESS STORY: FLC PUGET SOUND



- Procurement
 - Barge towing services
- Customer
 - Puget Sound Naval Shipyard
- History
 - Large business for 25 years
 - Single bidder
- Re-competition
 - Extensive market research
 - Found & helped potential SB sources
- Result
 - Multi-year, multi-million dollar award to SDVOSB!



- Requirement:
 - Strategic Sourcing—15 categories of Temp Support Services
- Customer:
 - Entire Navy across the US—in 4 regions (including Puerto Rico)
 - Other services now using as well
- Awarded Aug 2011, Features:
 - 100% Small Business Set Aside!
 - 25 multiple award task order contracts to 8 Small Businesses
 - 1 yr base, two 1 yr options
- Results:
 - 289 task orders to date, \$58 M



HOW TO DO BUSINESS WITH THE NAVY

- **Get to Know Your Location SBAs**

- Local small business administrative offices
- Activity small business professionals

- **Understand Your Status**

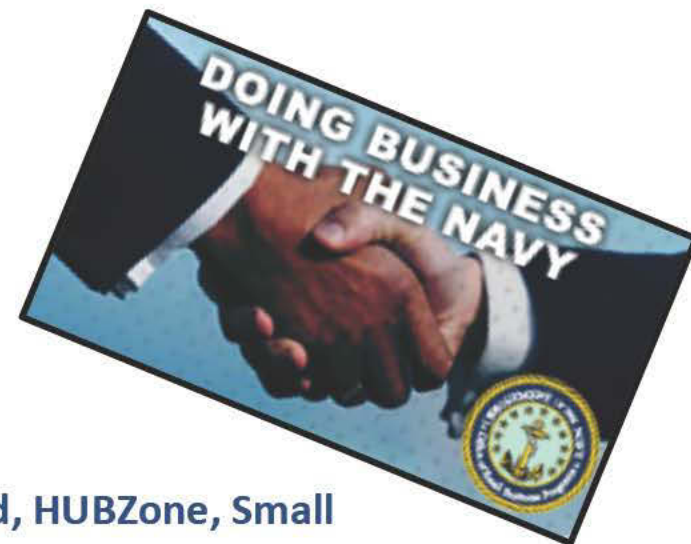
- NAICS
- Size
- Socio-economical eligibility
 - Service-disabled veteran-owned, women-owned, HUBZone, Small Disadvantaged Business/8a

- **Watch Federal Business Opportunities (FEDBIZOPPS)**

- NECO → <https://www.neco.navy.mil>
- Reverse auctions → <http://www.fedbid.com/sellers/getting-started>
- Forecasting tool → https://www.navsup.navy.mil/navsup/business_opps

- **Team for Success**

- Many large Awards Require percent of small business



Be Aggressive – Ask for Assistance!

OTHER OPPORTUNITIES – 2011 SMALL BUSINESS SPEND



Department of Defense (DoD)

- Marine Corps \$1.4 Billion
- Army \$23.6 Billion
- Air Force \$9.1 Billion



Defense Logistics Agency

- DLA Energy \$1.5 B
- DLA Aviation \$1.2 B
- Construction & Equipment \$1.2 B
- DLA Maritime \$814.2 M
- DLA Land \$617.8 M
- Clothing & Textiles \$496.3 M
- Subsistence \$359.6 M
- Medical \$247.5 M

DoD = HUGE Opportunity for Small Business

NAVAIR - Design & development of airframes; Airborne Electronic Equipment; Training Systems; Contractor Logistics Support; Engineering Services

NAVSEA - Seaport-e acquisitions for engineering, technical, and professional services. Ship Design, Construction, Maintenance and Repair

NAVSUP - Commercial products, miscellaneous services, and medical; Weapon Systems Support - seeking manufacturers for aviation/maritime spares and repairs

NAVFAC - Facilities acquisitions; Planning, Design, Construction, Environmental, Utilities, Public Works, Facilities Maintenance

SPAWAR - Program Manager Expertise in the IT field; Space Technology Systems; C41 Combat Support Applications; Naval Networks & Information Assurance

ONR - Broad Agency Announcement for Long Range Science & Technology Projects; Small Business Innovation & Research and Small Business Technology Transfer Programs; Naval Research Laboratory Programs